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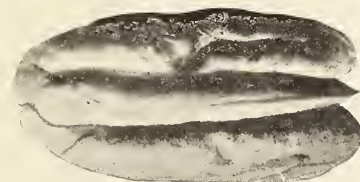
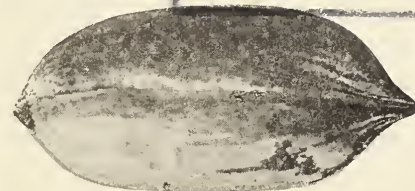
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OCT 10 1923

U.S. Department of Agriculture

TEXAS PECAN NURSERY

R. W. FAIR, MANAGER
ARP, TEXAS



L. C. Corbett
Hort. Bureau Plant, Industry,
Washington, D. C.

The Root System
We Grow

Kind of Roots Most
Others Grow

IF YOU WANT TO MAKE MONEY SET A PECAN GROVE



TWENTY-TWO REASONS WHY YOU SHOULD BUY PECAN TREES FROM US

1. BECAUSE we have learned how to grow the best rooted and best developed Pa-per Shell Pecan trees grown in the World.
2. BECAUSE we select the best soil that can be found, in order to make our trees de-velop a good lateral root, which makes them live and grow.
3. BECAUSE we use the best seed nuts for planting purposes, in order that good, thrifty seedlings may be produced to bud and graft on.
4. BECAUSE we give our trees good careful cultivation and use enough fertilizer to make good, thrifty, healthy trees, and then bud only the best.
5. BECAUSE we guarantee our Pecan Trees to have the best Lateral Root System that is grown in the United States.
6. BECAUSE a good lateral root system is the LIFE AND MAKING of a pecan tree, and the more lateral roots a tree has, the more feed roots it will have, and the more feed roots a tree has, the more plant food and moisture it can gather, and of course the more plant food and moisture a tree can get the better it will live and grow. Don't you believe it will pay you to buy well rooted trees? Have the trees you have been buying had good roots? Did they live?
7. BECAUSE all of our trees are DUG FRESH FROM THE NURSERY. Each tree is dug separately, with a long handle shovel, in order to preserve its excellent roots.
8. BECAUSE special care is given in handling our trees in order to keep them moist from the time they are dug until they are packed and delivered to our customers.
9. BECAUSE 90 to 100 per cent of our well rooted, carefully handled Pecan Trees will live and grow if given reasonable care.
10. BECAUSE our trees can reach almost any point in from 24 to 48 hours, and with our careful handling and packing will reach you in moist and first class shape.
11. BECAUSE we are growing the LARGEST STOCK of pecan nursery trees that is grown in the world today. We can fill your order, no matter how large, if it is placed with us in time.
12. BECAUSE we grow all the leading varieties that are best adapted to the states west of the Mississippi River. A special study has been made by us as to where certain varieties will do best, and when you buy from us you get this information.
13. BECAUSE our nursery is thoroughly reliable and we will be glad to furnish the best of references both as to our moral and financial standing. You take no risk in doing business with us.
14. BECAUSE we sell direct to you, and save you the middle-man's profit. When your trees come direct from us you know just where they were grown and whom to con-sult about them in the future.
15. BECAUSE in every case you will get trees that have been grown by us and not trees that have been grown a THOUSAND MILES AWAY and that are wholly unacclimated to the states west of the Mississippi River. 90 per cent of the Eastern and Coast grown trees only have a long tap root, with but few lateral or side roots, and as the root system is the foundation and making of a tree, why shouldn't any thinking man buy well rooted trees? See the picture and descrip-tion of our root system.
16. BECAUSE 90 per cent of the trees sold by general nurseries and their agents are bought from the East and Coast country. In the first place they haven't the roots as stated above, and then too, they have to be dug, packed and shipped a long dis-tance which requires enough time to dry them out badly. They reach the nursery man and are "healed-out", later made up with other orders and shipped to the agent to be delivered. After a few days the agent delivers them, and then the buyer usually lays them around a few hours or days, so consequently a large per-cent of the trees are practically dead before they are ever set out. Is this the kind of pecan trees you want to buy? Tell your neighbors and friends to buy their pecan trees fresh from our nursery. Our trees are well rooted, dug fresh, packed well and can reach you in a few hours.

17. BECAUSE our pecan trees are better acclimated to all states west of the Missis-sippi River. Texas is noted for its changeable weather, so our trees have been toughened to hot-weather, cold weather, dry weather, and wet weather, which will enable them to do best for you.

18. BECAUSE all of our trees are budded from large bearing trees, which insures early bearing.

19. BECAUSE we grow hundreds of thousands of seedling trees, so we bud and graft only the best. The smaller trees and "runts" are cut out and burned. We burn more trees than lots of pecan nurseries grow. IT'S A FACT.

20. BECAUSE we use every effort to satisfy every customer. Satisfied customers have helped us build the largest Pecan Nursery Business in the World today.

21. BECAUSE the Express rate from our nursery in either local or car load shipment will be much less than on trees grown east of the Mississippi River. Cheaper ex-press means quicker deliveries. Quicker deliveries means getting your trees in better condition. Don't forget this.

22. BECAUSE we absolutely guarantee every pecan tree that we sell to be high-grade, first class stock in every way and to have the best lateral root system grown in the world. If our trees are not as represented you may return them and your money will be cheerfully refunded. Doesn't this guarantee your getting good trees if any at all?

NUT PUBLICATIONS AND INFORMATION

If you want to know more about PECAN GROWING SUBSCRIBE FOR
THE PIONEER PECAN PRESS\$1.50 per year
San Saba, Texas.

AMERICAN NUT JOURNAL\$2.00 per year
39 State Street, Rochester, N. Y.

Join the Texas Pecan Growers' Association if you want to get some good, re-liable information on Pecan Growing. Membership fees \$2.00

OSCAR S. GRAY, Secretary,
Waxahachie, Texas.

PICTURE OF TWO CARLOADS OF PECAN TREES BEING SHIPPED



A shipment of two carloads of pecan trees going to a Louisiana plantation. 99 per cent of the trees began growing nicely. WE CAN HANDLE ANY SIZE ORDER—THEY DO NOT GET TOO LARGE FOR US. WE HAVE OVER A HALF MILLION TREES GROWING NOW. SEE OUR TREES BEFORE BUYING.

Over Half Million Pecan Trees Growing in Our Nurseries

NURSERIES AT ARP. AND TYLER, TEXAS—One of the largest Exclusive Pecan Nurseries in the World. Growers of the BEST Budded and Grafted Pecan Trees, having the finest Lateral Root System Grown, 90 to 100 per cent live and grow if given proper care

WE HAVE NO AGENTS

We have no Agents except this circular—because we can make you a cheaper price by selling direct. Moreover, direct dealing with us will make any possible misunderstanding easier of adjustment.

THIS FOLDER IS "OUR SALESMAN"

We would like to talk to you personally and tell you about our Pecan Trees and why they are better, but as that is impossible, we will ask you please, to read this folder carefully. We believe it will convince you thoroughly that our trees are the best rooted, and best developed pecan trees grown. Please read carefully elsewhere in this folder, the following articles:

- 1—"East Texas Grown Pecan Trees are Better."
- 2—"Our Root System (Photograph) and a Comparison of Our Pecan Trees with Other Nurseries' Trees."
- 3—"Seventeen Reasons Why You Should Set a Pecan Grove."
- 4—"Twenty-two Reasons Why You Should Buy Our Pecan Trees."

We believe when you have read these four articles, you will be convinced that our trees are better; and that you will at once decide to give "Our Salesman" your order. It cannot talk, but it will give you the facts and will save the middle-man's profit. You will get FRESHLY DUG, WELL WRAPPED, CAREFULLY HANDLED TREES, of which 90 to 100 per cent will live, if properly set and cared for. We will assure you that your order will be appreciated, and that every effort will be put forth to please you. Satisfied Customers are what we want.

Please file this little SALESMAN in a convenient place, and when you hear PECAN TREES mentioned, give it a chance. We believe that we have more satisfied customers and more people talking for our PECAN TREES THAN ANY NURSERY IN THE SOUTH.

OUR NURSERY

Our nursery contains 74 acres of the best rooted, best developed Pecan Trees grown in the United States. We have growing today about 600,000 trees from one year to four years old, and the winter and spring of 1924 we will graft and bud 200,000 to 300,000 of these trees. Any tree that does not reach a certain size in a certain length of time is cut out and burned. We consider it a hundred times better to grow a large stock of seedlings and bud the best, than to bud the runts like some do. You will find our trees young, first class, thrifty stock which has a lateral root system that will make from 90 to 100 per cent live—and in most cases 100 per cent will live if properly set and cared for.

Our nursery was originated by our Mr. R. W. Fair some 13 years ago. Mr. Fair, having been interested in pecans since his boyhood, was thoroughly acquainted with the fact that it was very hard to transplant pecan trees on account of their having such a poor root system. So, realizing the great need of a Pecan Tree with a good lateral root system which would cause it to live and grow, he started to work to develop such a root system. He was soon growing, by far, the best rooted pecan trees that had ever been grown; and since that date we have never been able to grow near enough trees to supply the demand. In fact, we have turned down orders for thousands and thousands of dollars worth of trees almost every year. It pays us to grow the right kind of trees and IT WILL PAY YOU TO BUY THE RIGHT KIND.

Our nursery has grown so very rapidly that it became impossible for Mr. Fair to give it the personal supervision it had been receiving, so he decided to sell an interest to a wide-awake, first class business man. A search was made and after several months, W. V. Henson, a man who had been engaged in the banking business for ten years, who had proven himself a very efficient and progressive in every way, and who had been a great believer in pecans, was found. Mr. Henson at once bought an interest, and has now been actively engaged in the business for three years.

We are growing the best rooted pecan trees grown. We believe in giving every customer a FAIR, SQUARE DEAL, and in making EVERY CUSTOMER A SATISFIED CUSTOMER, A BOOSTER FOR OUR NURSERY.

WE SELL DIRECT TO YOU, SO IF YOU ARE SATISFIED, TELL YOUR FRIENDS, IF NOT, WRITE US.

ARP GUARANTY STATE BANK

Arp, Texas, Sept. 12, 1923.

To Whom It May Concern:

The Texas Pecan Nursery has been doing business with this Bank since they began their nursery business, which at first was very small. It is a pleasure to say that we have watched them grow and develop into what we believe to be the World's Largest Pecan Nursery.

The very superior lateral root system which they originated, and which characterizes every tree they send out, is, we believe, from 25 to 75 per cent better than is usually grown. This one feature of their trees has made their nursery famous throughout the Southwest, from every state of which section they enjoy a large and constantly growing patronage. They have shipped their trees to many other states in the Union and to the following foreign countries: Mexico, Argentine Republic, China and Australia.

In all our business relations with them thru these years, we have never heard of a dissatisfied customer, but every one seems to be well pleased.

Texas Pecan Nursery is very strong financially, and its owners, Messrs R. W. Fair and W. V. Henson, are considered by all to be clean, honest, Christian gentlemen. We feel sure that any dealings had with them will be perfectly satisfactory.

Respectfully,
J. R. SMITH, Cashier.

SPECIAL INVITATION TO VISIT OUR NURSERY

We extend a special invitation to everyone to come to our nurseries and inspect our trees carefully. You will find the best developed pecan trees and the best rooted trees, as well as the LARGEST PECAN NURSERY YOU HAVE EVER SEEN. We have never yet had a man interested in pecan growing

TEXAS PECAN NURSERY

R. W. FAIR, Manager; R. W. FAIR and W. V. HENSON, Owners

Arp, Smith County, Texas

THE WORLD'S LARGEST PECAN NURSERY

Producers of the Best Lateral Root System Grown, Making 90 to 100% Live

—74 ACRES IN PECAN NURSERIES.—
WILL PLANT 20 ACRES MORE IN 1924
300,000 Trees Will be Grafted and
Budded Next Spring

WE ARE MEMBERS OF:

American Association of Nurserymen.
National Nut Growers Association.
Texas Pecan Growers Association.
Southwestern Nurserymen's Association.
Texas Horticulture Society.

to visit our nursery who failed to place his order, after seeing the wonderful root system of our trees, excepting such failures as resulted from our inability to supply the number and varieties he wanted. Come and see for yourself.

SOUTH AMERICAN SHIPMENT OF 200 PECAN TREES, 100 PER CENT LIVING. 40 TO 50 DAYS ON ROAD—IF 100 PER CENT OF OUR PECAN TREES LIVE, AFTER BEING SHIPPED TO SOUTH AMERICA, SHOULDN'T YOU GET 100 PER CENT TO LIVE ANYWHERE IN THE SOUTH?

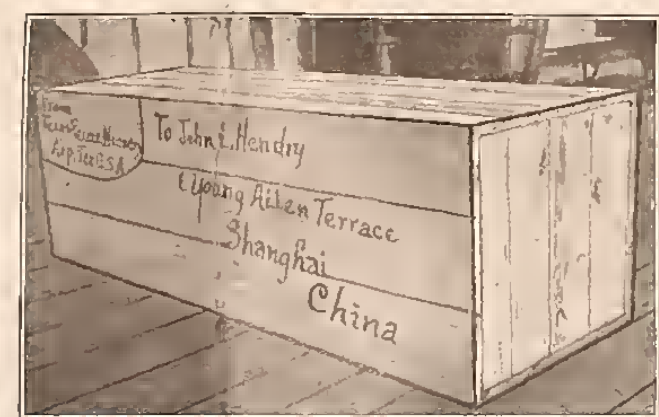


This is a picture showing 200 of our well rooted pecan trees being shipped to Sr. Aquiles Gonzalez Oliver, Buenos Ayres, Argentine Republic. They were bought by the Argentine Ambassador, at Washington, D. C. Don't you suspect that, before placing his order, he investigated thoroughly as to where he could buy the BEST PECAN TREES GROWN—trees that would stand this long trip and then give perfect satisfaction?

OUR TREES SHIPPED TO AUSTRALIA

A shipment of our trees was also made to Australia the past winter, but up to date no reports have been received.

WE SHIPPED PECAN TREES TO SHANGHAI, CHINA



The above picture shows a box of 50 Pecan Trees shipped to John L. Hendry, Shanghai, China. Because our trees live so well there is a demand for them in several foreign countries. We have shipped our well rooted trees almost around the world.

OUR ROOT SYSTEM

A Comparison of Our Pecan Trees With Other Nurseries' Trees. Notice carefully below, the picture of Root Systems. The trees on the left are grown by our nursery. We plant a seed nut that produces the best rooted pecan tree known. Our soil here is especially adapted to producing this fine rooted tree. A tree with good roots, such as our trees have, can reach out in all directions and draw moisture and plant food with every one of these roots. Can a tree do this that hasn't such roots?

A well rooted tree will not only live better and grow better, but this root system will cause it to bear earlier and produce more nuts. A well rooted pecan tree should be twice as large in five years' time as a poorly rooted tree like those grown by 90 per cent of the Nurseries. Think of what this will be worth to you. The trees on the right of picture were grown by other nurseries. Aren't these trees like the ones you have been buying? A tree with this kind of a root cannot draw moisture or plant food except from that soil which comes in contact with the few little lateral roots.

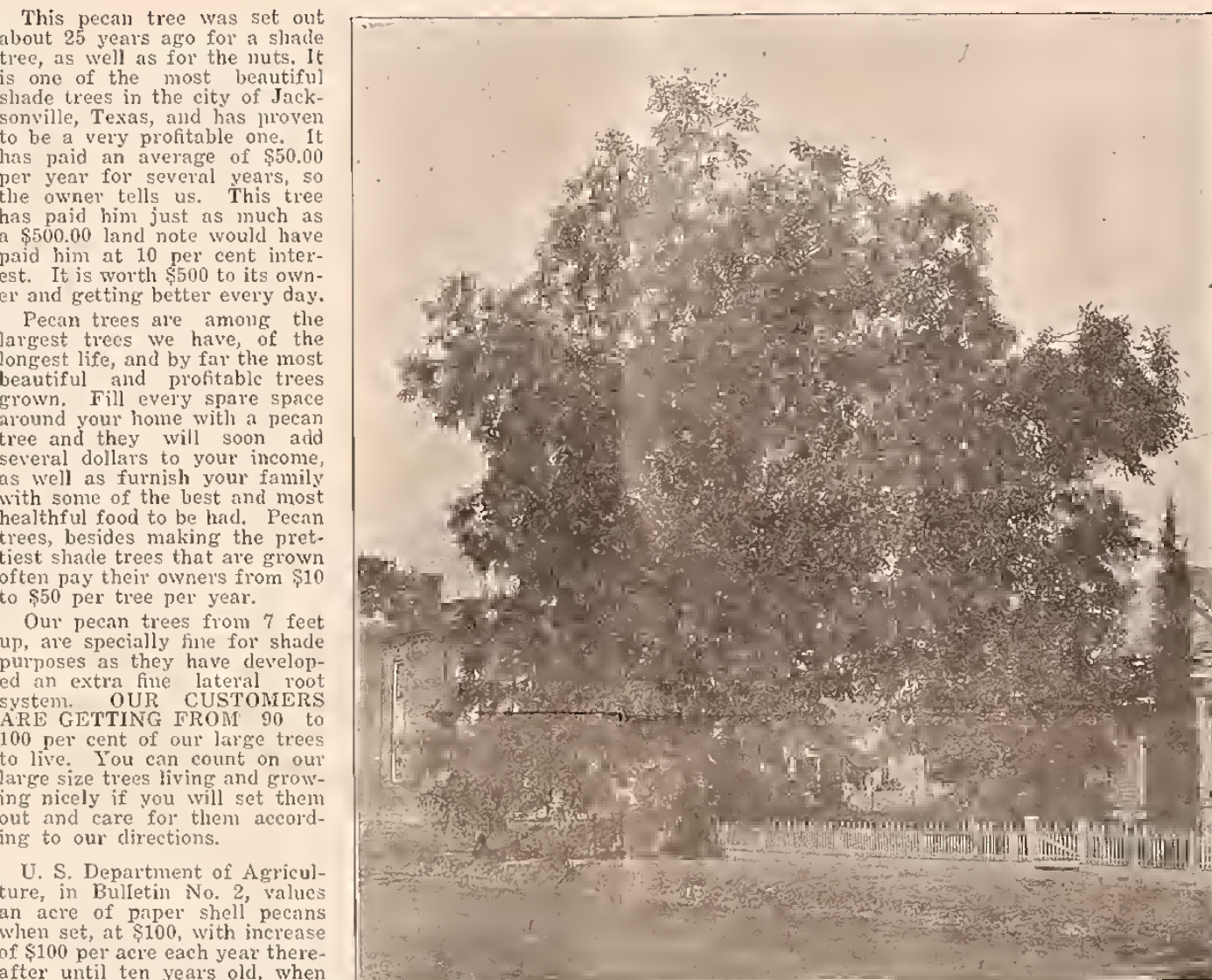


Root System We Grow Kind of Roots Usually Grown

A tree with practically no lateral roots, as shown in right of this picture and like those almost always sold, in most cases cannot live; and those that do live cannot make satisfactory growth, because they can not draw sufficient amount of moisture and plant food.

The kind of trees you buy for your grove is its foundation and your future success depends on the quality of trees you set out. Don't fail to buy the best and start right. Remember the root system is the life of a tree and will determine that tree's value. We guarantee to furnish the best rooted pecan trees grown.

SET PECAN TREES FOR SHADE, BEAUTY, PLEASURE, AND PROFIT. SET THEM AROUND YOUR HOMES, ON YOUR STREETS, AROUND YOUR SCHOOL GROUNDS, IN YOUR CITY PARKS AND ALONG THE HIGHWAYS.



This pecan tree was set out about 25 years ago for a shade tree, as well as for the nuts. It is one of the most beautiful shade trees in the city of Jacksonville, Texas, and has proven to be a very profitable one. It has paid an average of \$50.00 per year for several years, so the owner tells us. This tree has paid him just as much as a \$500.00 land note would have paid him at 10 per cent interest. It is worth \$500 to its owner and getting better every day.

Pecan trees are among the largest trees we have, of the longest life, and by far the most beautiful and profitable trees grown. Fill every spare space around your home with a pecan tree and they will soon add several dollars to your income, as well as furnish your family with some of the best and most healthful food to be had. Pecan trees, besides making the prettiest shade trees that are grown often pay their owners from \$10 to \$50 per tree per year.

Our pecan trees from 7 feet up, are specially fine for shade purposes as they have developed an extra fine lateral root system. OUR CUSTOMERS ARE GETTING FROM 90 to 100 per cent of our large trees to live. You can count on our large size trees living and growing nicely if you will set them out and care for them according to our directions.

U. S. Department of Agriculture, in Bulletin No. 2, values an acre of paper shell pecans when set, at \$100, with increase of \$100 per acre each year thereafter until ten years old, when they are valued at \$1,000 per acre. Can you think of anything safer and better?

Mr. I. P. Delmas, Pascagoula, Miss., has an 18-acre grove which contains 325 trees of four varieties, and when this grove was only nine years old he gathered 9,750 pounds of pecans from it. He sold these nuts at 75c, 60c and 40c per pound. Say he averaged 50c per pound, the crop for the year paid him \$4,875, or \$270 per acre and \$15 per tree. This 18-acre grove would pay 10 per cent or \$48,750.00; each acre would pay 10 per cent on \$2,700; and each tree would pay 10 per cent on \$150. As stated before, this grove was only nine years old—you might say just beginning to bear. At 12 and 15 years, their yield will be much greater than the above crop, and will continue to increase in yield every year as long as they live. There are many pecan trees that are known to be over a hundred years old, which are still bearing heavy crops. Think and see if you can recall seeing many large pecan trees dead. Now the above grove has had good attention but no better than you can give if you will. Let's make a conservative estimate and cut the above figures one-half; figure on 20 trees per acre at \$7.50 per tree; one acre would bring \$150 which would be 10 per cent on \$1,500. Remember we are figuring on young trees, but wouldn't they be worth \$1,000 an acre if they never increased any more? A pecan grove will continually increase in value as the trees grow older.

Mr. John A. Lott of Waycross, Georgia, has a 4-acre seed-



"THE MILLION DOLLAR PECAN GROVE," E. C. Butterfield, Mgr. Winona, Tex.

ling grove which produced 5,000 pounds of pecans in one year. These nuts were sold at \$1,275, which was \$318.75 per acre, or 10 per cent on \$3,187.50.

Mr. E. C. Butterfield, Manager of the Big Combination Orchard Co., Winona, Texas, (see illustration below) has the largest paper shell pecan grove in the state, which contains 1,000 acres, and is often spoken of as "The Million Dollar Pecan Grove." He is making big money for his stockholders and the trees are now only about 10 to 12 years old. They first planted peach trees, later setting the pecan trees between, but now are cutting the peach trees out, which have held the pecan trees back quite a bit.

Land planted to pecan trees can be cultivated to the same crops that you have been growing, without injury to either the trees or the crops.

Col. C. A. Duzee, former president of the National Nut Growers' Association, said: "My own best trees are eight years old now and they have returned me more money than the cost of the trees, land, cultivation, fertilizing and interest on the investment." He says he values his grove at ten times what it cost.

OVER PRODUCTION IMPOSSIBLE AND GOOD PRICES ASSURED FOR PECANS

We have the world for a market and twelve months to sell them in. Only a small portion of the South can grow pecans successfully, and many that have the proper land will not set pecans because they are not willing to wait. They do not realize that they are going to wait just the same whether they set a pecan grove or not; so he who sets them out and lets them grow while time goes on is surely the wise man.

But few people, you might say, really know what a pecan is. Do you know that the South has never yet grown enough pecans to give the school children of the U. S. enough for one meal, notwithstanding the fact that we have shipped from 800 to 1000 car loads in one season? The WORLD is calling for pecans because they are by far the best flavored and the richest nut in food value, that is grown today. If we can now only give the children but one meal a year of pecans, how long even will it take us to grow just the nuts that our children should have?

SOME NEWSPAPER REPORTS

580 Pounds From A Pecan Tree
Luling, Texas, Oct. 1.—The first pecan trees threshed in this section has made a record-breaking crop this year, yielding 580 pounds of fine nuts. The tree is on the place of T. T. Brown. The Pecans brought 11c per pound, making a total of \$64.02 revenue from one tree. What if these nuts had sold for 50c per pound?

Quero, Texas, Oct. 11.—W. H. Lewis, who owns a pecan bottom in this section, reports two extra fine trees this year. The nuts from these trees are exceptionally large and fine and easily worth 25c per pound wholesale. A total of 600 pounds of nuts was taken from the two trees. It is estimated that after the threshing there were perhaps 150 pounds of nuts left on the trees.

The Pecan—Par Excellent Nut

Food is the basis of human existence. Nuts afford the highest grade food known to practical science. They are unusually relished because they are wholesome, healthful and strengthening. As they are remarkably free from objectionable features, such a product must necessarily become of increasing commercial importance. Then the pecan is the par excellent nut. This is the reason why nuts, and especially the pecan, should be planted largely. This is also the reason why the brightest and most progressive minds are the first to recognize the importance of commercial pecan growing.—The Nut Grower.

Boundless Possibilities

Why should we spend millions of dollars each year in buying nuts from foreign countries, when we can grow the pecan, the equal of any other nut, either native or foreign? The pecan industry is a husky infant with boundless possibilities. We are building an industry, which, for generations should yield its bountiful crop of delicious food and bring millions of dollars to our citizens.—Congressional Record, Vol. 54.

Texas Pecan Industry a Coming Giant

The Capps Pecan Farm of Brownwood, Texas, in 1919, produced 100,000 pounds of marketable nuts, sold at an average of 10 cents per pound. Last year the yield was only 25,000 pounds, but the price was around 23 cents a pound. This year's crop (1923) promises to equal that of 1919. The crop over the state is said to be the biggest since that banner year.

The Capps Farm operates its own sheller and packs and ships shelled nuts in small cartons for commercial use. In addition to the sheller on the Capps Farm, another large shelling plant is operated by Brooks Raney in town. This plant does a wholesale shipping and packing business and furnishes employment to 30 or 40 people.

Brownwood employs a force of 65. A local candy factory with a wide distribution of its goods is a big consumer of Texas nuts. During the convention of the Texas Pecan Growers held at Brownwood recently, Mr. Latham, assistant director of A. & M. College, called attention to the vast possibilities for pecan raising in Texas. He said that with proper care in handling and marketing, this year's crop could be made three times as valuable as the 1919 crop, which netted Texas growers \$8,500,000.—Pioneer Pecan Press, July 1923.

East Texas Pecan Trees Are Better

Pecan trees grown in East Texas are better for all states west of the Mississippi; because they are much better acclimated and accustomed to the many weather changes that exist in these states, such as dry weather, wet weather, hot weather and freezing weather.

These conditions with the wonderful root system we grow have made our trees live and grow even in the drouth-stricken sections of West Texas in 1916, 1917 and 1918. Most of the pecan nurseries east of the Mississippi River are located near the southern part of the states bordering on the Gulf, and the pecan trees grown on or near the coast country are tender, and growing trees that have never lacked for moisture or fertility and have never become accustomed to dry and freezing weather, which nature requires of a tree, when set where these conditions exist. Trees grown in coast sections cannot give you a decent root system. That kind of soil grows just a long tap root with no lateral roots. This kind of tree cannot give satisfaction. THE ROOT SYSTEM OF OUR PECAN TREES IS THE BEST YOU CAN BUY. Make us prove it. They are worth three times what other trees cost. THE ROOT SYSTEM IS THE LIFE AND MAKING OF A PECAN GROVE. Investigate ours before buying.

SUITABLE SOIL FOR PECANS

Pecan trees will come better growing everywhere a tree will grow than any other tree we have. Land where you can find water from 10 to 35 feet deep will, as a rule, do fine. It has been thought that pecans must be set on bottom land, and it is good but people are planting more pecans on up-land and cutting pine land than on any other kind these days, and are getting just as good results as on bottom land. If you want a pecan grove and have land that grows other kinds of crops, you can grow pecans if you will put them out and care for them.

In planting either bottom or hill land, only plant well drained land, and never use land that has a tendency to sour. A pecan tree will grow most any place cotton will, and it is like cotton or corn, the stronger the land, the faster and better the tree will grow, so if your land is poor, fertilize well after the tree is started.

HOW TO SET, PRUNE, FERTILIZE AND CULTIVATE PECAN TREES

A letter of instructions will be mailed with every shipment of trees, giving full instructions as to how to set, prune, fertilize and cultivate pecan trees. Scarcity of space will not permit our going into details in this folder. We shall be glad to furnish this information to any one desiring it.

THE COST OF A PECAN GROVE IS SMALL

There should be only fifteen to twenty trees planted to the acre, and 100 trees will set from 5 to 7 acres. LOOK AT OUR PRICE LIST and figure for yourself. \$12.00 to \$30.00 will set an acre.

TIME TO SET OUT PECAN TREES

The time to begin setting out pecan trees is about Nov. 1st, as by that time we have most always had good rains and enough cool weather to cause sap to go down and trees to shed their leaves. Trees can be set from Nov. 1st until March 15th. It is preferable to set trees as early as possible so the winter rains will cause the soil to settle more thoroughly around the roots; however, you can get good results in January and February, and some recommend planting as late as March 15th.

WHILE GROWING OTHER CROPS, GROW A PECAN GROVE THAT WILL BE WORTH \$1,000 PER ACRE

The Department of Agriculture, in Bulletin No. 2, says that a man can set his land to pecans and grow other crops as he has been doing; and, at the same time, be developing a grove that will be worth from \$1,000 to \$2,000 per acre.

Why should you lose any more time in growing a pecan grove when you can set your trees on your farm and work them, or have them worked, just as you cultivate your crop? Why not look ahead and see what you will gain in eight to twelve years? You can grow just as much stuff for six or seven years and at the same time be increasing your land value at the rate of \$100 per acre per year. Will anything else beat this? Figure for yourself. You can set an acre at from \$1200 and up. Why not be the wisest man? Why not let NATURE, WITH A LITTLE HELP ON YOUR PART make you independent the remainder of your days?

SEVENTEEN REASONS WHY ANYONE SHOULD SET A PAPER SHELL PECAN GROVE

1. BECAUSE Pecan Growing offers the greatest returns on the smallest investment of anything you can put your money in.
2. BECAUSE there is no investment that will pay you so well and at the same time be so safe for you as a pecan grove.
3. BECAUSE you can grow almost any kind of crop that you have been growing and, at the same time, be developing a pecan grove that should, if cared for, pay you from 10 to 25 per cent on a valuation of \$1,000 per acre. Can you beat this? Remember you can make almost as much cotton, corn, or anything else that you may want to grow on the land, as you would had you not set the trees.
4. BECAUSE while you are sleeping or looking after other interests, your pecan grove is increasing your wealth. Just give the trees reasonable care and they will do the rest.
5. BECAUSE a pecan grove is much better to have than Life Insurance. A pecan grove left to your estate will provide an income that will come in regularly and which will increase from year to year; but, if cash has been left, nice chances out of ten it will soon slip away and leave your loved ones dependent upon relatives or the world. You do not want this to happen, so provide a 5, 10 or 100 acre grove.
6. BECAUSE you can put the same money required to keep up a \$2,000, twenty-year pay life insurance policy and it will buy the pecan trees to set 80 acres. In 20 years you can cash out your policy for about \$1400; or if the pecan grove be set, you would have an 80 acre pecan grove that would average 10 years old. This grove should at least pay you 10 per cent on a valuation of \$80,000, or \$8,000 per year. Think it out and see which proposition is the better. Cut it half in two—and then cut it half in two again. WHICH IS BETTER?
7. BECAUSE A pecan grove should live (if given reasonable care) to be 100 to 300 years old, and it will not only benefit you, but it will benefit the unborn generations for years to come.
8. BECAUSE pecans are the most healthful food of all the nut families that we have today; and, with our most simply maintained so rapidly, the pecan will some day be one of our staple foods.
9. BECAUSE you are not forced to sell your pecans the day, the week, nor the year you grow them; but by placing them on cold storage you can keep them fresh and good for months and months, or until the price suits you to sell. You can ship them around the world if you like.
10. BECAUSE pecans can be grown almost anywhere in the South. You are due it to yourself, your wife and to your children to set at least enough pecan trees around your home that you may have all the large paper shell pecans you need for home use, if no more. A few trees around your home will, in many cases, go a long way toward paying the grocery bill.
11. BECAUSE they make the prettiest shade trees that are grown on earth; and, at the same time, are producing you a very valuable crop of nuts in addition.
12. BECAUSE our State Legislature has made the pecan tree our "State Tree" and has asked all who will to set pecan trees in preference to any other.
13. BECAUSE a well located pecan grove is much more valuable where cared for than an English walnut grove in California. But you can not tell a well cared for walnut grove for less than \$750 per acre at 10 years of age; and, in many cases, they will bring \$1000 to \$2000 per acre.
14. BECAUSE pecan meats will sell for a great deal more per pound than any other nuts. Five pounds of pecans are called for when shelled, where there is one pound of English walnuts wanted.
15. BECAUSE the United States imported from 1909 to 1919, 526,976,630 pounds of nuts, an average of over five million pounds per year. At 40c per pound, this would be \$200,000,000 per year. Why not keep this money at home?
16. BECAUSE the cost of a pecan grove is small. You should only set from 12 to 20 trees to the acre. When large quantities and small trees are used, they can be set at a per-acre cost of \$40.00. This small investment can be made to grow to be worth \$1000 per acre if cared for, provided the right land is selected, good trees used and proper cultivation given.
17. BECAUSE you can grow a pecan grove while you are growing other crops and can scarcely miss the time, land, or money.

The Superior Root System of Our Pecan Trees Has Made Our Nursery Famous Around the World.

REPORTS FROM A FEW OF OUR MANY SATISFIED CUSTOMERS

Texas Pecan Nursery, Temple, Texas.
Arp, Texas.

Gentlemen:—I am glad to say that in my experiences and purchases of pecan trees from the Texas Pecan Nursery, they have the best root system with their pecan trees I have ever seen. I have had signal success in planting and growing them.

I have always found you to be prompt in making shipments of such trees as I have ordered, and they have reached me in most excellent condition.

I believe that in planting pecan trees one of the most essential things is to get a splendid root system, and to buy the nursery trees that are budded and grafted in the nursery, and buy them from a dependable nursery. If you can use this to any advantage you are at liberty to do so.

Yours truly,
P. L. DOWNS.

Mr. Downs is active Vice President of the First National Bank, Temple, Texas; Ex-Chairman of the Agricultural Committee of the Texas Bankers' Association; and President of the Texas Agricultural Experiment Stations Board.

Falls City, Texas, June 19, 1923.

Texas Pecan Nursery, Arp, Texas.

Gentlemen:—I cannot help but compliment you people for the good rooted trees you have sent me the past two seasons. Every one is growing, and growing so fast that it is astonishing.

I am contemplating getting some more for next season. Am talking to people in this town, insisting that they plant pecan trees for shades, and at the same time, in a few years, they will be getting double benefit out of them.

Yours for success,
V. S. PAWELEK.

With Falls City Pharmacy.

Texas Pecan Nursery, Arp, Texas.

Shreveport, La., June 23, 1923.

Gentlemen:—The Pecan trees purchased from you had a perfect root system, and practically every one put out the following spring. I consider your trees the best planting stock I ever saw.

My business relations with your firm have been perfectly satisfactory in every respect, having bought something like \$15,000 worth of pecan trees from you in the past two years.

Hoping your business continues to grow, I am as ever,
Yours truly,
G. T. SHAW. (Planter.)

Marble Falls, Texas, July 13, 1923.

Texas Pecan Nursery, Arp, Texas.

Gentlemen:—Enclosed please find my order for one hundred pecan trees to be shipped this fall. The several lots of trees I have bought from you in the past few years are doing fine and practically 100 per cent are living today. Before I began planting your trees I had bought about three hundred from other nurseries of which I did not save over 25 per cent.

I have recommended your trees to all of my friends and feel safe to say you will receive orders for several hundred trees from them. Please send your booklet on "How to Grow Pecans," as I have misplaced mine.

Yours very truly,
MAX GOETH.

Sherman, Texas, July 15, 1923.

Texas, Pecan Nursery, Arp, Texas.

Gentlemen:—In answer to your inquiry about pecan trees purchased from you last spring, I have this to say, when I saw the trees and their roots, I said "They will

live," and they are living and growing fine.

We purchased some trees several years ago from another nursery and they just had long roots with no side roots at all. Yours were the best rooted trees I ever saw.

Yours very truly,
MRS. ONA SLAGLE.

Pleasanton, Texas, June 27, 1923.

Texas Pecan Nursery, Arp, Texas.

Gentlemen:—Will state that I have growing fourteen pecan trees all of which I bought from you. I have not lost a single tree. This success, I am sure, is due to your splendidly developed root system. My trees have grown steadily during the last eighteen months. I have a one acre orchard and it is certainly a delight to the eye, not a runt or scrub in the orchard.

With best wishes for your success, I am,
Yours sincerely,

J. VAN WAGNER, Merchant.

Waco, Tex. July 15, 1923

Texas Pecan Nursery, Arp, Texas.

Gentlemen:—Am glad to say the pecan trees that I bought from you in 1921 are all living and growing nicely. One has at least two dozen pecans on it this year and every one of them was full of blooms, so I am looking for a nice little crop another year.

I am well pleased with my trees.

Yours respectfully,
E. P. HUNTER.

Hallettsville, Texas, May 9, 1922

Texas Pecan Nursery, Arp, Texas.

Gentlemen:—I am glad that you wrote the letter in regard to the pecan trees I purchased from you. I have only a small lot and bought just four trees. The trees are doing well. No trouble for trees with roots like these to start.

Yours truly,
W. B. MOINARDUS.

We can furnish many more like these and will be pleased to do so, if requested, and very likely can furnish some one in your town or community.

REFERENCES :

R. G. Dunn & Co., or Bradstreet.
Citizens National Bank, Tyler, Texas.
Arp Guaranty State Bank, Arp, Texas.
Troup State Bank, Troup, Texas.
First National Bank, Troup, Texas.
Col. P. L. Downs, Temple, Texas.
Chamber of Commerce, Tyler, Texas.

THE CITIZENS NATIONAL BANK

Capital, Surplus and Profits Over \$700,000.00

TYLER, TEXAS.

September 8, 1923.

To Whom it May Concern:

We are acquainted with the financial condition of the Texas Pecan Nursery of Arp, Texas, and are glad to state that we have found them thoroughly reliable and responsible in every way.

The writer has set their trees several times and found their root system what they claim for it. These people are supposed to have the largest Pecan Nursery in the world today. We do not feel that anyone will be disappointed in buying Pecan Trees from them.

Very respectfully,

GUS F. TAYLOR,
President.

GFT*b

DIGGING AND PACKING TREES FOR SHIPMENT

Our pecan trees have been carefully grown, in order to produce all the lateral roots that we can. In order that you may get the best results from our trees, we have every tree dug with shovels by careful men, so that these roots will be left on the trees as much as possible. As each tree is dug, it is placed back in the same hole that it is dug out of and covered just as deep as it came out of the ground. When we are ready to ship, they are pulled up and brought to the packing shed, packed with shingle tow, sawdust, hay and moss, then well wrapped with new burlap and securely tied. After being well wrapped we dip them in water to insure their reaching our customers in good shape.

PRICES :

BURKETT: (Special Priced) Trees 1 to 2 ft. \$1.00; 2 to 3 ft. \$1.25; 3 to 4 ft. \$1.75; 4 to 5 ft. \$2.00; 5 to 6 ft. \$2.50; 6 to 7 ft. \$3.25; 7 to 8 ft. \$4.00.

PRICES ON ALL VARIETIES, EXCEPT BURKETT, F. O. B. ARP, TEXAS

TREES	Lots of 1 to 25	Lots of 25 to 100	Lots of 100 to 1000	Lots of 1000 up
1 to 2 ft.	\$.80	\$.70	\$.60	***
2 to 3 ft.	.90	.80	.75	***
3 to 4 ft.	1.00	.90	.85	***
4 to 5 ft.	1.25	1.15	1.10	***
5 to 6 ft.	1.75	1.50	1.40	***
6 to 7 ft.	2.50	2.00	1.90	
7 to 8 ft.	3.00	2.75	2.50	
8 to 9 ft.	4.00	3.50	3.25	
9 feet up	5.00	4.00	3.50	

Extra fancy with branched tops, each.....\$6.00

*** If more than 1000 are wanted, write for prices, stating sizes and varieties wanted.

We guarantee all trees to be first class and true to name, and while we use every precaution possible, we realize that errors can be made, and will only be responsible to the amount of the purchase price of any trees that fail to be as represented; reserving the right to furnish other trees or refund purchase price.

—If further information is desired, write for our free 56-page booklet on "How to Grow Paper Shell Pecans."

THE BEST IS THE CHEAPEST

Not how cheap, but how good, the quality will be remembered and appreciated long after the price is forgotten.

YOU MAY BUY THEM CHEAPER, BUT VERY LIKELY THEY WILL NOT BE HALF AS GOOD

We grow nothing but Pecans, we study nothing but pecans—why shouldn't we grow the BEST pecan trees in the world? Of course you can buy trees like those shown in right of picture of comparison, for less money than we sell ours for, but what are you getting? Ours are the cheaper at twice their price. Let quality be first when you set your grove.

IF INTERESTED IN PEACH OR PLUM TREES, WRITE FAIR'S PEACH NURSERY, ARP, TEXAS, FOR PRICES

Texas Pecan Nursery

R. W. FAIR, Manager

ARP (Smith County) TEXAS
Nurseries at Arp and Tyler

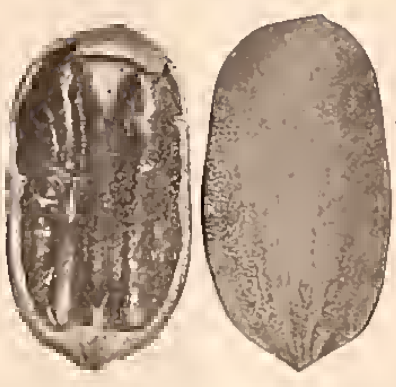
VARIETIES—We grow seven different varieties of paper shell pecans which, we consider after careful study, to be the best tested varieties to be had.

SCHLEY



This is an ideal pecan. Large size, very thin shell, fills and shells out well, fine flavor. Rapid growing tree, beautiful foliage, and the nuts sell for 10c to 20c more per pound than other varieties, but not quite as prolific as some of the other varieties. 61 per cent meat.

PABST



The Pabst is a good size nut, will run from 45 to 50 to pound; shell average thickness, kernel usually plump, quality good, flavor sweet. The tree is a sturdy, thrifty grower, and productive. It does not bear as young as some varieties, but will begin bearing as early as the tree is ready to produce nuts. 50 per cent meat. We cannot furnish this variety in trees over 4 to 5 feet.

HALBERT



(Picture enlarged 20 per cent)

Young trees inclined to be crooked, but get straighter as the trees grow older. Very early and prolific bearer. Medium size nuts, very thin shell, excellent flavor. A good tree for black waxy land. Should not be set in Mississippi, Louisiana, East Texas and East Oklahoma. 57 per cent meat.

DELMAS



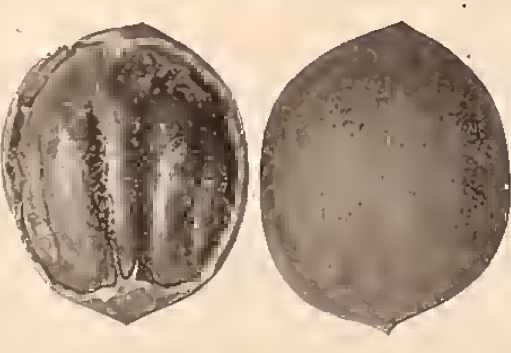
A very vigorous growing tree and heavy bearer with splendid foliage, large nuts, 40 to 50 will make a pound. 55 per cent meat.

SUCCESS



A large and strictly first class pecan. Strong growing tree, early bearer, thin shell, cracks well and the meats can be taken out in halves. Ripens almost ten days later than the Stuart, and is gaining prominence fast. 57 per cent meat.

BURKETT



Originated by J. H. Burkett at Clyde, Texas; one of the very best varieties for West Texas. People in that section are setting more of the Burkett than of any other variety. Medium size, fills well, good flavor and prolific. 60 per cent meat.

STUART



Th Stuart comes nearer being suited to all sections of the country and soils than any other variety. A large nut, fills well, medium to heavy bearer. A hardy fast growing tree. One of the earliest ripening of all large standard pecans. 46 per cent meat.